

2019 Private Placement Industry Forum

22-25 January 2019





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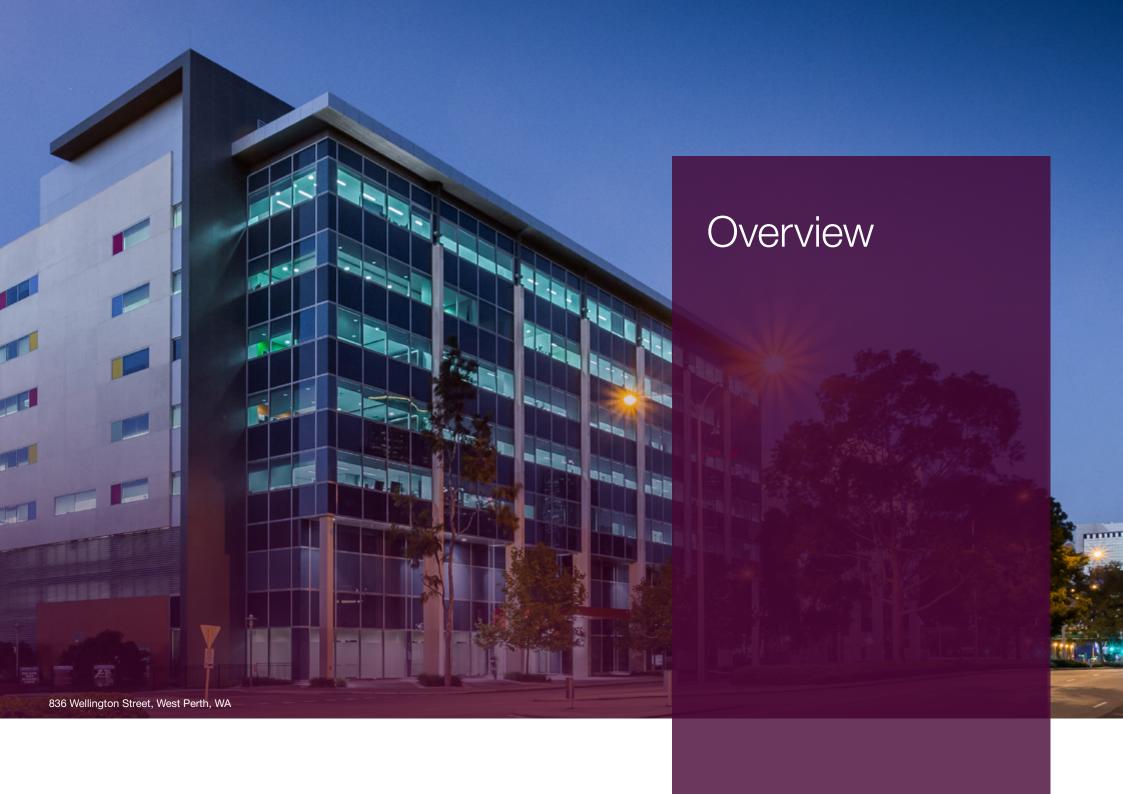


Introduction



Dion Andrews, B.Bus, FCCA, MAICD **Chief Financial Officer, Company Secretary**

Dion is a Chartered Accountant and is responsible for the financial reporting obligations of the Group as well as debt structuring, raising debt capital and technology. Dion has over 15 years' experience in accounting roles in a corporate capacity. Prior to moving to the Group, Dion spent five years at a listed property funds group, MacarthurCook, as Senior Finance Manager and before that held the role of Group Accountant for a funds management group in London. He is a fellow of the Association of Certified Chartered Accountants.





Growthpoint Properties Australia

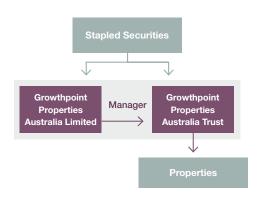
Who are we?

Growthpoint (GOZ) is an ASX-listed landlord with a mandate to invest in Australian office, industrial and retail real property with a portfolio of 59 assets currently valued at A\$3.7 billion.

GOZ is included in the S&P/ASX 200 index (among other indices).

GOZ is both the owner and the manager of the real properties. All properties are 100% owned by GOZ.

Our history



GOZ commenced in its current form in 2009 with A\$650 million of industrial property. It has grown and diversified to now own A\$2.6 billion of office property (69%) and A\$1.1 billion of industrial property (31%) in every Australian State and in the Australian Capital Territory. GOZ has a credit rating of Baa2 (stable) on senior secured debt from Moody's.

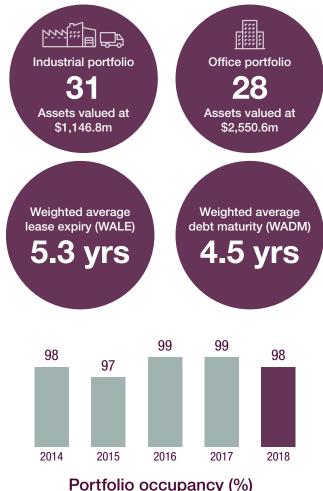
What we do

GOZ seeks to provide investors with long-term capital growth and a continually growing income stream with 100% of income derived from rent of properties owned and managed.

How we do it

GOZ acquires modern, well-located properties leased to high quality tenants and holds assets for the medium to long term.

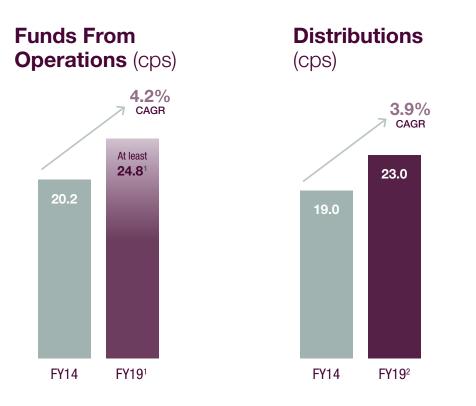
Key portfolio highlights





Simple business model – strong track record of returns

- > Investment mandate and business model unchanged since inception in 2009
- > Strategy remains relevant, delivering strong track record of Securityholder returns
- > Focus to continue on acquiring quality property with stable income and long-term growth prospects



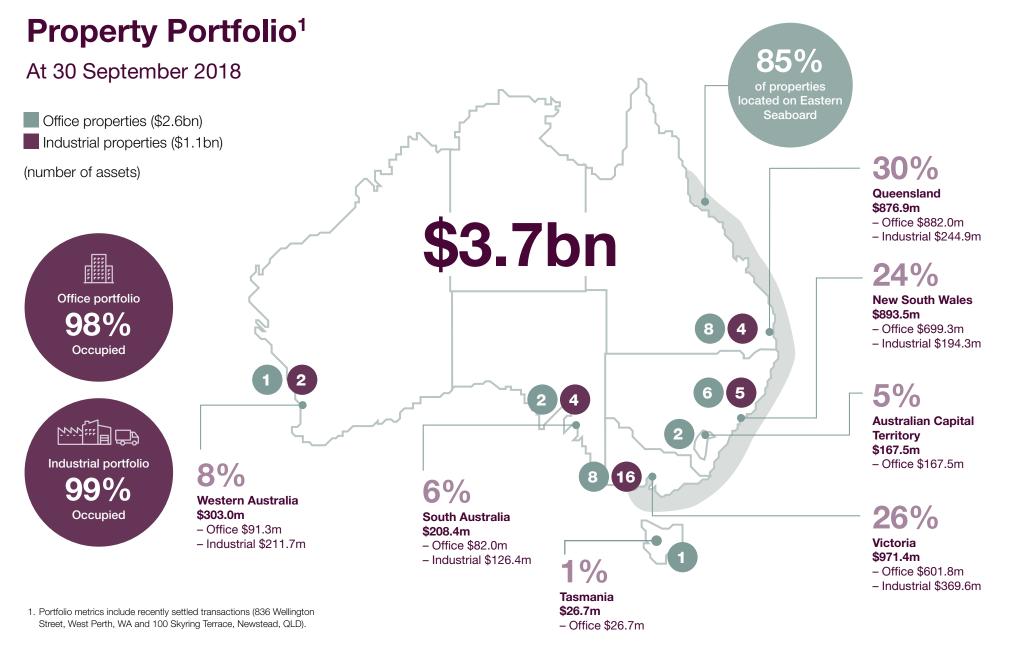


^{1.} FY19 guidance following acquisition of 100 Skyring Terrace, Newstead, QLD settled on 7 December 2018.

FY19 guidance

^{3.} Source: UBS Investment Research. Annual compound return to 31 October 2018.





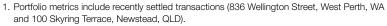


Property Portfolio¹ (continued)

Top ten tenants

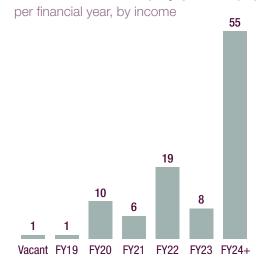
by passing rent as at 30 September 2018

	Tenant type	Credit rating ²	%	WALE (yrs)
Woolworths	Listed	Baa2	14	4.2
NSW Police	State Gov	Aaa	8	5.7
Commonwealth of Australia	Fed Gov	Aaa	7	7.8
Country Road / David Jones	Multi-national	n/a	4	13.7
Linfox	Private	n/a	4	4.7
Bank of Queensland	Listed	АЗ	3	8.3
Samsung Electronics	Listed	A1	3	3.5
Lion	Listed	A3	2	5.6
ANZ Banking Group	Listed	Aa2	2	1.5
Jacobs Group	Listed	n/a	2	8.0
TOTAL / Weighted Average			49	6.0
Balance of portfolio			51	4.5
Total portfolio			100	5.3

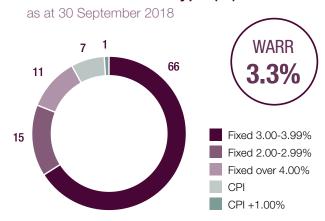


^{2.} Source: Moody's Investor Services.

Portfolio lease expiry profile (%)

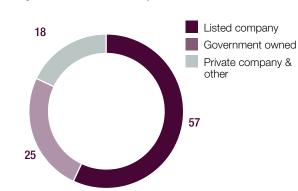


Annual rent review type (%)3



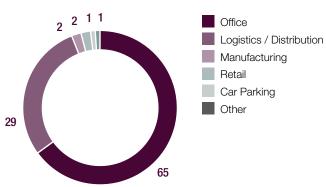
Tenant type (%)

by income as at 30 September 2018

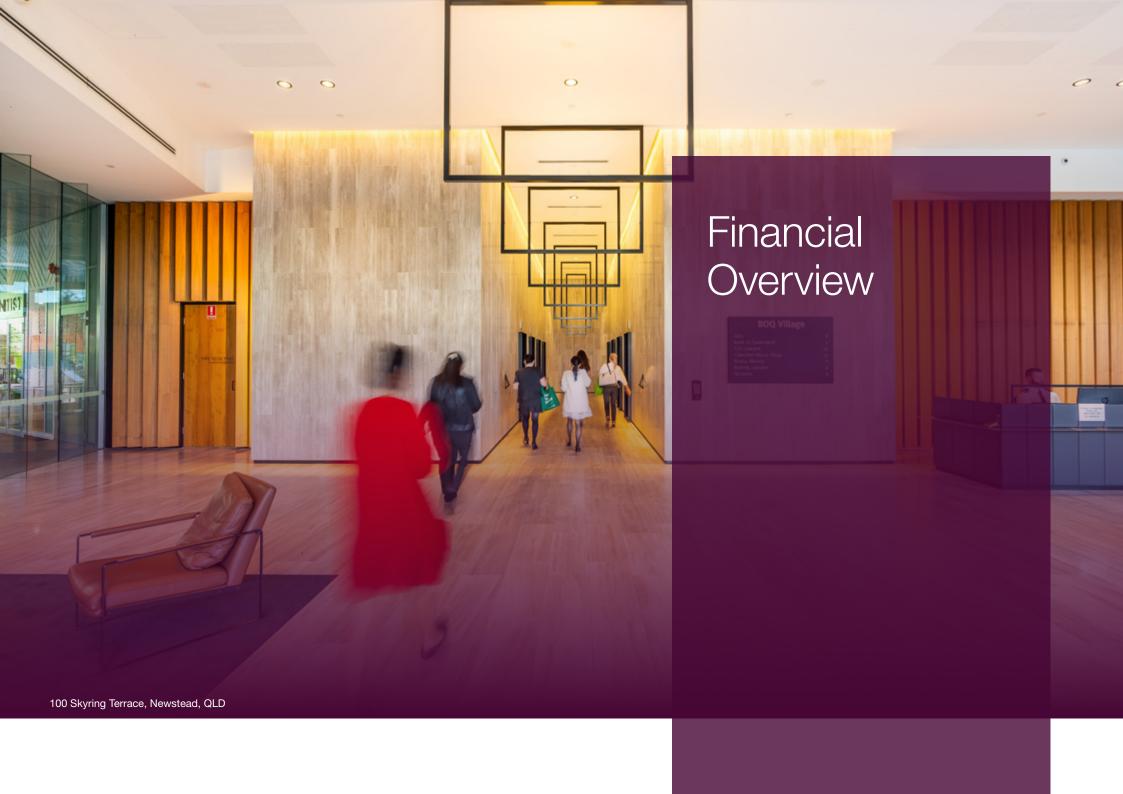


Tenant use (%)

by income as at 30 September 2018



^{3.} Leases that have a minimum lease increase, typically 3%, or CPI are shown as the minimum fixed rate for the above.





Five year performance summary

	3	0 Sept 2018 ¹	FY18	FY17	FY16	FY15	FY14
Number of properties	no.	59	57	58	58	53	51
Total value	\$m	3,697.4	3,356.1	3,283.8	2,832.6	2,372.5	2,093.7
Occupancy	%	98	98	99	99	97	98
Like-for-like value change	\$m / % of asset value	N/A	193.8 / 6.2	138.6 / 5.2	130.2 / 5.5	186.0 / 9.0	52.1 / 3.0
Total lettable area	sqm	1,040,019	1,003,444	1,056,336	1,109,545	1,050,611	1,036,740
Weighted average property age	years	10.3	10.6	9.6	9.2	8.3	7.9
Weighted average valuation cap rate	%	6.2	6.2	6.5	6.9	7.3	7.9
WALE	years	5.3	5.3	6.1	6.9	6.7	6.9
WARR ²	%	3.3	3.3	3.3	3.1	3.0	3.2
Average value (per sqm)	\$	3,555	3,345	3,109	2,553	2,258	2,019
Average rent (per sqm, per annum)	\$	N/A	238	231	198	183	171
FY net property income	\$m	N/A	213.6	223.3	181.2	171.8	148.7
Number of tenants	no.	145	142	145	116	97	90

^{1.} Portfolio metrics include recently settled transactions (836 Wellington Street, West Perth, WA and 100 Skyring Terrace, Newstead, QLD).

^{2.} Assumes CPI change of 2.1% per annum as per Australian Bureau of Statistics released for FY18.



Debt maturity profile (\$m)

At 30 September 2018¹



^{1.} As at 30 September 2018 including recently settled acquisitions, being 836 Wellington Street, West Perth and 100 Skyring Terrace, Newstead.



Debt management and gearing

Summary of debt facilities

(as at 30 June 2018)

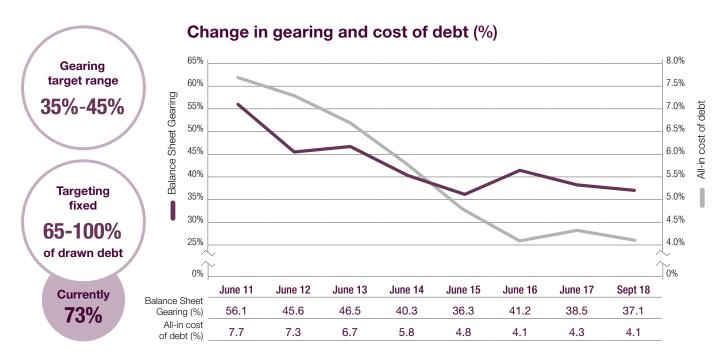
Secured bank loans	Limit	Drawn	Maturity
	\$m	\$m	
Syndicated Facility			
- Facility J	150	150	Feb-20
- Facility H	75	0	Sep-20
- Facility I	75	0	Nov-20
- Facility G	150	102	Sep-21
- Facility C	245	245	Dec-21
- Facility D	70	70	Dec-21
Loan note 2	100	100	Dec-22
Loan note 3	60	60	Dec-22
Fixed bank facility 1	90	90	Dec-22
- Facility B	100	83	Mar-23
- Facility E	150	137	Jun-23
Loan note 1	200	200	Mar-25
USPP 1	130	130	Jun-27
USPP 2	52	52	Jun-29
USPP 3	26	26	Jun-29
Total loans	1,673	1,444	

Weighted average fixed debt maturity Gearing

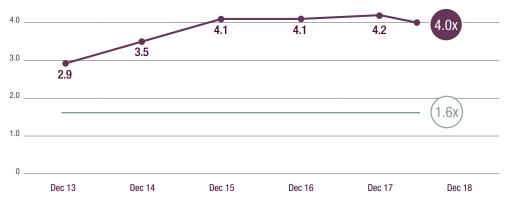
All-in cost of debt

5.3yrs

37.1% 4.1%



ICR (as at 30 June 2018)



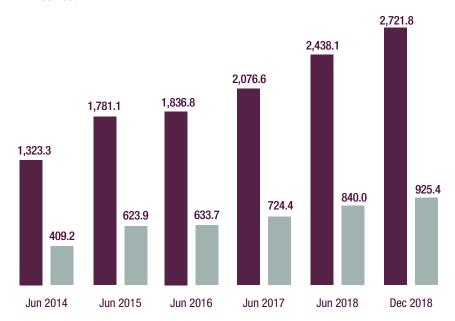


Equity Capital

Market capitalisation and free float (\$m)

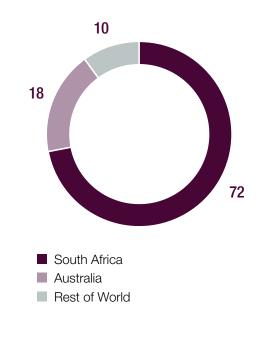
■ Market Capitalisation

Free float



Location of Growthpoint Securityholders¹ (%)

as at 30 June 2018



Growthpoint Securityholders¹ (%)

as at 30 June 2018



^{1.} Figures are approximate and based on beneficial ownership.





New property acquisition and equity raising





Property Details

Property type	Office
Ownership	100% Freehold Title
Purchase Price	\$250.0m
FFO	\$15.4m
Passing Initial Yield	6.1%
Occupancy	100%
WALE by income	7.5 years
Car parking	195 bays
Average floor plate	2,200-2,800sqm
Site area	5,157sqm
NLA	Office: 23,625sqm
	Retail: 1,040sqm
	Total: 24,665sqm

- 1. Excludes transaction costs
- Compares pre-acquisition FY19 guidance and annualised post-acquisition pro forma FY19 guidance.
- Securities issued under the Rights Offer rank pari passu with existing Growthpoint Securities and are entitled to the distribution for the 6 months to 31 December 2018.

Key characteristics

- Landmark location in Newstead, within Brisbane's prestigious Urban Renewal Precinct
- Completed in 2014 with architecture by ML Designs and highest quality fit outs by Bates Smart
- > Secure income with 100% occupancy and 7.5 year WALE
- Major tenants comprise ASX listed Bank of Queensland and Collection House
- > Attractive WARR of ~3.9%
- > 5.5 Star NABERS Energy Rating & 5 Green Star As Built v3 Rating

Equity raising

- > Acquisition of an A-grade office asset for \$250m¹
- Oversubscribed Rights Offer raised approximately \$135 million at an offer price of \$3.46
- Annualised FY19 Funds From Operations ("FFO") accretion of 2.2%²
- > Pro forma FY19 FFO guidance increased from at least 24.6 cents per Security to at least 24.8 cents per Security
- > FY19 Distribution guidance of 23.0 cents per Security maintained³
- > Attractive FY19 DPS yield at the offer price of 6.6%



Pipeline of opportunities to progress



Development – Office

Botanicca 3, Richmond, VIC

- > 19,300 sqm, A-Grade office building
- Positive early momentum in leasing campaign
- > Development yield on cost of between 7.5% and 8.5%



Expansion / development – Industrial

Woolworths, Gepps Cross, SA

- Growthpoint funding \$57m expansion
- Practical completion expected by mid CY20

Woolworths, Broadmeadows, VIC

- Woolworths vacating tenancy
- > Exploring potential of under-utilised land with development partners



Direct acquisitions

836 Wellington St, West Perth, WA

- Inaugural office investment in Perth after extended period reviewing market
- > Fully leased to Federal Govt. 8.3 year WALE
- > Transaction settled 31 Oct 2018

100 Skyring Tce, Newstead, QLD

- Modern,
 A-Grade office
 asset located in
 Brisbane, Qld
- Fully leased to ASX-listed tenants. 7.5 year WALE
- > Transaction settled 7 Dec 2018



Listed market opportunities

- > 18.2% stake in Industria REIT (IDR)
- Continue to evaluate other listed market opportunities











^{1.} Documents in process of being executed.



Summary

- > Stable and predictable income
- > Asset diversity
- > High quality tenants and robust occupancy
- > Prudent and diligent approach to acquisitions
- > Conservative financial policy
- > Strong Securityholder support
- > Strong Investment Grade Rating and stable outlook
- > Experienced management





Conditions remain supportive of Commercial property

- > Ongoing demand for high quality office and industrial property
- > Buoyant economy and strong business conditions driving leasing demand
- > \$324 billion¹ infrastructure investment to benefit metro office and industrial property markets

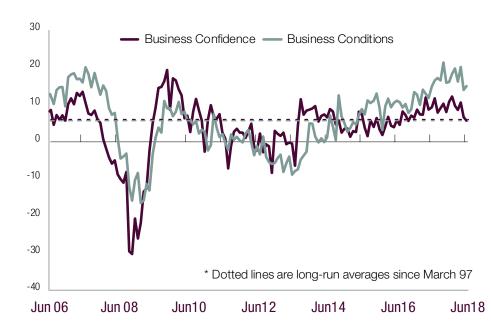
QLD

Victoria

Australia

Unemployment¹ Population growth² 5.5% 1.4% 1.6%





Sept 2017

Sept 2018

NSW

^{1.} Source: Australian Bureau of Statistics (ABS), September 2018 (seasonally adjusted).

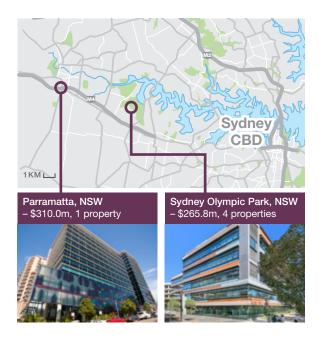
^{2.} Source: ABS, November 2018.

^{3.} Source: NAB Group Economics.



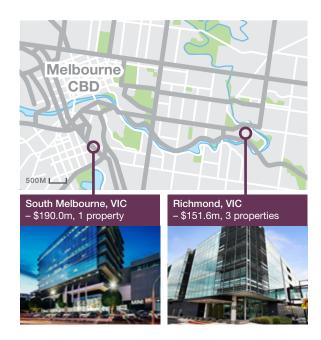
Portfolio of well-located metro/CBD-fringe office properties

Sydney – Parramatta and Sydney Olympic Park



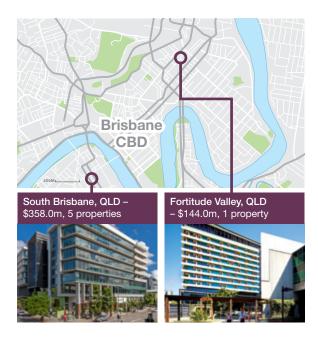
- Parramatta/Sydney Olympic Park vacancy rate 7.5% (versus Sydney CBD 4.8%)
- Average net face rent ~\$470sqm (versus CBD ~\$1,100sqm)

Melbourne – Richmond and South Melbourne



- Melbourne fringe vacancy rate 6.0% (versus Melbourne CBD 4.0%)
- Average net face rent ~\$440sqm (versus CBD ~\$580sqm)

Brisbane – South Brisbane (SW1) and Fortitude Valley



- Fortitude Valley and South Brisbane vacancy rate 13.0% (versus Brisbane CBD 13.9%)
- Average gross face rent ~\$550sqm (versus CBD ~\$730sqm)



Major infrastructure investment to benefit non-CBD markets





Top five office properties/property groups by value

59% of office portfolio

\$1,298.3m total value of top five properties / property groups

5.9yrs weighted average lease expiry

3.6% weighted average rent review²



SW1 Complex, South Brisbane, QLD (5 properties)



% of office portfolio: 16%

Occupancy: 95%¹

Lettable area: **37,536 sqm**

Site area: **23,247 sqm**

Major tenants: **Jacobs Group, Downer**



1 Charles St, Parramatta, NSW

Cap rate: **5.8%**WALE: **5.9 years**% of office portfolio: **14%**Occupancy: **100%**Lettable area: **32,356 sqm**

Site area: **6,460 sqm**

Sole tenant: NSW Police



Sydney Olympic Park, NSW (4 properties)

Book value: \$265.8m

Cap rate: 6.1%

WALE: 4.1 years

% of office portfolio: 12%

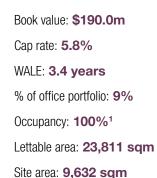
Occupancy: 95%¹

Lettable area: **36,198 sqm**Site area: **22,229 sqm**

Major tenants: Samsung
Electronics, Lion



75 Dorcas St, South Melbourne, VIC



Major tenant: ANZ Banking

Group



Bldgs 1, 2, & 3, 572-576 Swan St, Richmond, VIC (4 properties, incl. car park)

Book value: **\$174.6m**

Cap rate: **5.3**%

WALE: **13.8 years**

% of office portfolio: 8%

Occupancy: 100%1

Lettable area: 24,511 sqm

Site area: **29,048 sqm**

Major tenants: Country

Road Group

^{1.} Occupancy is for office space and may exclude a small number of vacant car spaces.

^{2.} Assumes CPI change of 2.1% per annum as per Australian Bureau of Statistics release for FY18.



Top five industrial properties/property groups by value

79% of industrial portfolio

\$910.7m total value of top five properties / property groups

5.1yrs weighted average lease expiry

2.7% weighted average rent review¹



Woolworths
Distribution Centres
(4 properties)

Book value: **\$540.2m**

WALE: 4.5 years

Cap rate: **6.5%**

% of industrial portfolio: 47%

Occupancy: 100%

Lettable area: 282,041 sqm

Site area: **928,336 sqm**

Sole tenant: Woolworths



Linfox properties, Erskine Park, NSW (3 properties)

Book value: **\$149.8m**

Cap rate: **5.9%**

WALE: 4.9 years

% of industrial portfolio: **13**%

Occupancy: 100%

Lettable area: 58,077 sqm

Site area: **195,490 sqm**

Sole tenant: Linfox



Melbourne Airport industrial properties, VIC (6 properties)

Book value: **\$105.1m**

Cap rate: **8.1%**

WALE: **6.3 years**

% of industrial portfolio: 9%

Occupancy: **100**%

Lettable area: 139,679 sqm

Site area: **250,660 sqm**

Major tenants: Australia
Post, Laminex Group



Knoxfield industrial properties, VIC (3 properties)

Book value: **\$67.8m**

Cap rate: **6.2**%

WALE: 6.0 years

% of industrial portfolio: 6%

Occupancy: 100%

Lettable area: **37,694 sqm**

Site area: **68,389 sqm**

Major tenant: Brown & Watson International



Perth Airport industrial properties, WA

Book value: \$47.9m

Cap rate: **7.7%**

WALE: 6.3 years

% of industrial portfolio: 4%

Occupancy: 90%

Lettable area: 31,965 sqm

Site area: **57,617 sqm**

Major tenants: **Mainfreight Distribution**, **Linton**

Street

^{1.} Assumes CPI change of 2.1% per annum as per Australian Bureau of Statistics release for FY18.



Growthpoint Properties Limited - South Africa (GRT)¹

Growthpoint Properties Limited of South Africa ("GRT") owns 66.0% of the securities of Growthpoint and is its major Security holder.

Other information about GRT

- Included in the JSE Top 40 Index
- Top ten constituent of FTSE EPRA / NAREIT Emerging Index
- Included in the FTSE/JSE
 Responsible Investment Index,
 FTSE4Good Index and the Dow
 Jones Sustainability Index
- Underpinned by high-quality, physical property assets, diversified across sectors (Retail, Office and Industrial) and geography (South Africa, Australia, Poland and Romania)
- 15-year track record of uninterrupted dividend growth
- Sustainable quality of earnings that can be projected with a high degree of accuracy

- Well capitalised and conservatively geared
- Best Practice corporate governance
- Transparent reporting
- Dynamic and proven management track record
- Recipient of multiple sustainability, governance and reporting awards
- Baa3 global scale rating from Moody's

As of 30 June 2018 Growthpoint represents:

- 18.2% of GRT's gross property assets
- 16.6% of GRT's net property income
- 14.2% of GRT's total distributable income

Key Facts (as at 30 June 2018)¹

Listing	GRT is listed on the Johannesburg Stock Exchange (JSE)
Ranking on the JSE	23 by market capitalisation
Closing exchange rate used	AUD:ZAR=10.16
Market capitalisation	R79.3 / AUD7.8B
Gross assets	R132.9B / AUD13.1B
Net assets	R83.2B / AUD8.2B
Gearing (SA only)	35.4%
Distributable Income	R6.1B/ AUD612m (for the 12 month using an average exchange rate of R9.97 / AUD)
ICR (SA only)	3.6 times
No. of employees (SA only)	610
Properties	455 properties in South Africa, including 50% ownership of the prestigious V&A Waterfront. 47 Properties in Eastern Europe, 20 in Romania and 27 in Poland, through its 29% holding of AIM listed Globalworth Real Estate Investments Ltd and its 21.6% holding of Warsaw listed Globalworth Poland Real Estate N.V.

^{1.} All information supplied by GRT (figures as at 30 June 2018).



Board of Directors

















1. Geoffrey Tomlinson (71)

Independent Chairman (since 1 July 2014) and Director (since 1 September 2013)

Over 46 years' experience in the

financial services industry.

Committees: Audit, Risk &
Compliance and Nomination,
Remuneration & HR

Current Australian directorships of listed public companies¹: IRESS Limited

2. Timothy Collyer (50)

B.Bus (Prop), Grad Dip Fin & Inv, AAPI, F Fin, MAICD Managing Director (since 12 July 2010)

Over 30 years' experience in A-REITs and unlisted property funds, property investment, development and valuations. Current Australian directorships of listed public companies¹: Nil

3. Maxine Brenner (56)

BA, LLB

Independent Director (since 19 March 2012)

Maxine has over 28 years' experience in corporate advisory, mergers and acquisition, financial and legal advisory work.

Committees: Audit, Risk & Compliance (Chair)

Current Australian directorships of listed public companies¹: Orica Limited, Origin Energy Limited and Qantas Airways Limited

4. Estienne de Klerk (49)

BCom (Industrial Psych), BCom (Hons) (Marketing), BCom (Hons) (Acc), CA (SA)

Director² (since 5 August 2009)

Over 22 years' experience in banking and property finance and over 17 years' in the listed property market.

Committees: Audit, Risk & Compliance

Current Australian directorships of listed public companies: Nil

5. Grant Jackson (52)

Assoc. Dip. Valuations, FAPI Independent Director (since 5 August 2009)

Over 32 years' experience in the property industry, including 29 years as a qualified valuer.

Committees: Audit, Risk & Compliance

Current Australian directorships of listed public companies¹: Nil

6. Francois Marais (64)

BCom, LLB, H Dip (Company Law) Director³ (since 5 August 2009)

Over 28 years' experience in the listed property market.

Committees: Nomination, Remuneration & HR

Current Australian directorships of listed public companies: Nil

7. Norbert Sasse (54)

BCom (Hons) (Acc), CA (SA) Director⁴ (since 5 August 2009)

Over 23 years' experience in corporate finance and over 15 years' experience in the listed property market.

Committees: Nomination, Remuneration & HR (Chair)

Current Australian directorships of listed public companies: Nil

8. Josephine Sukkar AM (55)

BSc (Hons), Grad Dip Ed Independent Director (since 1 October 2017)

Over 29 years' experience in the construction industry.

Committees: Nomination, Remuneration & HR

Current Australian directorships of listed public companies: Nil

- 1. In addition to Group entities
- 2. Not deemed independent as South African CEO of Growthpoint Properties Limited (GRT).
- 3. Not deemed independent as Chairman of GRT.
- 4. Not deemed independent as Group CEO of GRT.



Glossary

A-REIT Australian Real Estate Investment Trust

ASX Australian Securities Exchange

bn billion

Baa2 a debt rating issued by Moody's equivalent to BBB issued by S&P. The Moody's system runs from highest to lowest Aaa Aa A Baa Ba B Caa Ca C with the numbers 1-3 denominating modifiers of this rating i.e. Baa2 is higher than Baa3 or Ba1.

bps one hundredth of one percentage point (used chiefly in expressing differences of interest rates)

Board the board of directors of the Company

CAGR compound annual growth rate

CY16, CY17 the calendar year ended 31 December in the year listed i.e. "CY17" means the calender year ended 31 December 2017

Capex capital expenditure

Cap rate in full, "capitalisation rate". Refers to the market income produced by an asset divided by its value or cost

Company Growthpoint Properties Australia Limited

CPI consumer price index

cps cents per security

dps distribution per security

Funds From Operations (FFO) the net profit available for distribution from the Group which excludes accounting adjustments such as fair value movements to the value of investment property, investment in securities and interest rate swaps, depreciation, profits or losses on sale of investment properties, deferred tax and amortisation of tenant incentives.

FY14, FY15, FY16, FY17 and FY18 the 12 months ended on 30 June in the year listed i.e. "FY18" means the 12 months ended 30 June 2018

FY19, FY20, FY21, FY22 and FY23 the 12 months ending on 30 June in the year listed i.e. "FY19" means the 12 months ending 30 June 2019

freefloat securities considered available for trading on the ASX. For Growthpoint, this is the market capitalisation less securities held by GRT in accordance with S&Ps released guidelines

Gearing interest bearing liabilities less cash divided by total assets less cash

GMF previously GPT Metro Office Fund which traded on the ASX as GMF (renamed Growthpoint Metro Office Fund)

GOZ the ASX trading code that Growthpoint trades under

Growthpoint or the Group Growthpoint Properties Australia comprising the Company, the Trust and its controlled entities

Growthpoint SA or GRT Growthpoint Properties Limited of South Africa (Growthpoint's majority Securityholder) which trades on the JSE under the code "GRT"

ICR Interest coverage ratio

IRR internal rate of return. Provides the annual return of a property before gearing and corporate costs

JSE Johannesburg Stock Exchange

kW kilowatt

NABERS National Australian Built Environment Rating System (a national system for measuring environmental performance of buildings)

NLA net lettable area

NPI net property income

NTA net tangible assets

m million

MER management expense ratio comprising all the Group's costs other than interest divided by the average gross assets for the year

MW Megawatt Unit of power equal to one million watts

REIT real estate investment trust

Securityholder an owner of Growthpoint securities

S&P Standard & Poor's

sqm square metres

tCO2-e Tonnes of carbon dioxide equivalents. The universal unit of measurement to indicate the global warming potential of greenhouse gases

Trust Growthpoint Properties Australia Trust

USPP United States Private Placement

WADM weighted average debt maturity

WALE weighted average lease expiry

WARR weighted average rent review

